



CELEBRATING
55 YEARS

nerej

Pequot Commercial merges with The Randall Family of Companies

November 08, 2012 - Front Section

The Randall Family of Companies has merged Pequot Commercial Real Estate into its growing list of real estate brands, positioning the company to provide comprehensive coverage of the commercial real estate market throughout Southern New England. With commercial and residential real estate offices in Mass., R.I., and Conn., The Randall Family of Cos. can now offer its clients broad ranging real estate services from Conn. to Cape Cod.

Pequot, based in Waterford, Conn., is an established leader in the Southern New England commercial market. Through the merger, Pequot has gained referral, marketing, technology and support services from The Randall Family of Companies' 27 offices and 500 real estate professionals in Conn., Mass. and R.I.

Additionally, Pequot Commercial will now be partnered with The Randall Family of Companies' existing commercial real estate brands - Randall Commercial Real Estate and Kinlin Grover Commercial Real Estate - allowing all three brands to work in collaboration to serve the commercial real estate community throughout Southern New England.

"Pequot Commercial has always strived to provide the best service possible to our clients. This strategic move will help us take our offerings to the next level and open doors to our clients that other firms simply can't. We now have representatives within one company with innate knowledge of the markets from New Haven to the tip of Cape Cod. The resources that this move brought to the table are invaluable," said Peter Guille, founder of Pequot Commercial.

Guille, a 45-year, real estate and development veteran established Pequot Commercial in 1974. Since that time, Guille has become widely recognized as a leader among the commercial real estate community. He has served as president and director of the Eastern Connecticut Association of Realtors and is a past Realtor of the Year recipient.

"Pequot Commercial had been affiliated for many years with a large residential real estate group. Through that affiliation we knew, although the practice of commercial real estate is quite different from that of residential real estate, the two can work very well together. When information is shared and business is referred between commercial and residential agents, clients and customers are better served. The decision to affiliate with The Randall Family of Companies was an easy one, and one all of our agents embraced. Pequot Commercial welcomes this merger as an opportunity to form a premier, full-service real estate company," said John Jensen, manager of Pequot Commercial since 1994.

Pequot Commercial, through Jensen's designation as a member of The Society of Industrial and Office Realtors (SIOR), brings national and international brokerage networks to The Randall Family of Companies. SIOR is the leading professional commercial and industrial real estate association. There are more than 3,000 members in more than 630 cities in 32 countries. SIOR represents

today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists. Real Estate professionals who have earned the SIOR designation are recognized by corporate real estate executives, commercial real estate brokers, agents, lenders, and other real estate professionals as the most capable and experienced brokerage practitioners in any market. SIOR also includes associate members comprised of corporate executives, developers, educators, and others involved in the commercial real estate industry.

Jensen will continue to oversee the operations of Pequot Commercial at their present Hartford Turnpike, Waterford, CT location, with Guille maintaining an advisory role. Together they bring vast experience in commercial operations to The Randall Family of Companies.

"We sought a firm with a stellar reputation which exhibits a high level of integrity, leadership and quality people, which is characteristic of The Randall Family of Companies," said Guille. "Our company decision making process has always held at the forefront the consideration that we are doing that which is in the best interest of our clients and real estate professionals. We very much wanted to insure that our outstanding agents and their clients would have the best tools, management, and opportunity for a successful future. Our merger with The Randall Family of Companies has achieved that objective."

The Pequot Commercial merger marks the most recent of a number of acquisitions and mergers by The Randall Family of Companies. Real estate brands under that umbrella now include Randall Realtors and Randall Commercial Real Estate in Rhode Island and Connecticut, Kinlin Grover Real Estate and Kinlin Grover Commercial on Cape Cod, Page Taft Realty in Connecticut, and now Pequot Commercial in Connecticut.

"Pequot Commercial's business philosophy dovetails perfectly with that of The Randall Family of Companies," said Doug Randall, owner and CEO. "We're focused on making sure that our connection with our customers leads to successful transactions and ongoing relationships. It's obvious that Pequot shares that same goal and we know that by working together, our clients will have access to shared services, knowledge from a vast pool of real estate experts, and unparalleled marketing power."

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540